













Biweekly Update – TotalEnergies

BU#1 (Period of Review – January 1 to March 31, 2025)








April 11, 2025

Key Updates and Actions – People Movements - France

New Hire ¹				
DETAILS	Name			
	Location	Île-de-France	Nouvelle-Aquitaine, France	France
	Email			
	Contact Details			
CHANGE	Effective Date	01-Jan-2025	01-Mar-2025	01-Jan-2025
	New Designation	Procurement Planner at TotalEnergies	Responsible site Methanisation (methanisation site manager) at TotalEnergies	Infrastructure Financing at TotalEnergies
	Previous Designation and/or Company	Procurement and Quality Assistant at Safran	Consultant at Le Gouessant	Leveraged loans trading assistant at Natixis Corporate & Investment Banking
	Key Responsibilities (at TotalEnergies)	Responsible for material sourcing, supplier coordination, and logistical efficiency.	Oversees daily operations of the methanisation plant, ensuring optimal process efficiency and safety.	Responsible for structuring funding for large-scale energy infrastructure projects.
ACTION	Suggested Action (for  ²)	<ul style="list-style-type: none">Propose a one-on-one discussion with these executives to highlight the comparison of its <i>Scaffolding Solutions</i> versus its competitors, reducing subcontractor complexity for TotalEnergies at multiple sites.Highlight challenges such as regulatory compliance and operation glitches that can occur while maintaining the infrastructure and suggest solutions to protect infrastructure from corrosion, fire risks, and temperature fluctuations.A complimentary specialised safety training can be held at these sites, ensuring compliance with stringent safety regulations and ultimately lower costs.		


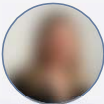


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Key Updates and Actions – People Movements - France

Internal Movements ¹			
DETAILS	Name		
	Location	Paris, France	Paris, France
	Email		
	Contact Details		
CHANGE	Effective Date	01-Jan-2025	01-Feb-2025
	New Designation	Head of Digital Supply Chain at TotalEnergies	Procurement Leader - Civil Works Segment & Dismantling Segment at TotalEnergies
	Previous Designation and/or Company	Head of Mobility Payment Solutions at TotalEnergies	Procurement Leader - Civil Works Segment at TotalEnergies
	Key Responsibilities (at TotalEnergies)	Accountable for defining and implementing the digital roadmap for supply chain operations, aligned with TotalEnergies' business goals and sustainability strategy.	She is responsible for negotiating and editing procurement particular conditions with key suppliers. She is accountable for establishing framework agreements.
ACTION	Suggested Action (for  ²)	<ul style="list-style-type: none"> Collaborate with these executives to develop data-driven strategic plans that address TotalEnergies' goals for specific sites. These may involve suggestions such as enhancing operational efficiency by showcasing <i>Scaffolding and Access Solutions</i>, <i>Specialty Industrial Services</i>, <i>Shoring and Support Services</i>. Offer insights and analysis of the evolving landscape in the industry, helping them identify potential maintenance partners and solutions that align with their strategic goals. Present <i>Smart Digital Worksite Solutions</i> to boost efficiency through better execution and data analysis. 	







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Key Updates and Actions – Company Updates - France

Update Type	Date	Key Stakeholder	Update from (TotalEnergies)	Suggested Action ² (for)
<div>Business Strategy¹</div> <div></div>	Feb 26, 2025	<div></div> <div><p>Mr. [Name] is the [Title] of [Company].</p></div>	<ul style="list-style-type: none">• TotalEnergies has started operating BioNorrois, its eight biomethane production unit in France, situated in Fontaine-le-Dun, Normandy.• The plant is expected to inject 153 GWh of biomethane annually into the NaTran-operated natural gas transport network.• Cristal Union, a French sugar group and 10% shareholder in the project, will provide beet pulp, residues from its adjacent production site, to the facility, which will represent as much as 80% of the 185,000 tonnes of organic materials used.	<ul style="list-style-type: none">• By aligning with TotalEnergies’ energy transition strategy, can position itself as a strategic partner in the development and maintenance of critical energy infrastructure.• Given the scale and complexity of these projects, maintaining the highest safety and operational standards is essential. can support this by offering scaffold sales and rental solutions, which enhance operational efficiency, extend asset longevity, and prioritize worker safety across project sites.
<div>Strategic Investment¹</div> <div></div>	Mar 31, 2025	<div></div> <div><p>Mr. [Name] is the [Title] of [Company].</p></div>	<ul style="list-style-type: none">• The Grandpuits refinery is undergoing a significant transformation, with over 1,200 workers involved in the project. Key components include the launch of an advanced plastics recycling unit, the first in the country to use this technology, and the construction of a biorefinery to produce Sustainable Aviation Fuels (SAF).• Upon completion, the refinery will become the company’s first zero-crude platform.	<ul style="list-style-type: none">• In addition, may recommend tailored inspection and maintenance programs to support regulatory compliance, minimize downtime, and ensure a safe, resilient workforce environment.




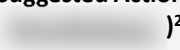
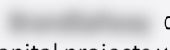
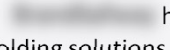
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Key Updates and Actions – Company Updates - France

Update Type	Date	Key Stakeholder	Update from (TotalEnergies)	Suggested Action ² (for)
<div>Social Media Activity¹</div>	Jan 1, 2025	 	<ul style="list-style-type: none">Sylvain Calassou, Project Manager at TotalEnergies, announced the launch of the company's R&D initiative, CarbonStone, which focuses on CO₂ mineralization in offshore basalts.The project aims to establish a definitive CO₂ sequestration process as a long-term solution for climate regulation.	<ul style="list-style-type: none">Given the critical nature of projects like CarbonStone, ensuring safe and reliable access is essential. can play a vital role by providing confined space and vertical access systems, as well as marine access solutions for offshore drilling or CO₂ injection facilities—enhancing safety, stability, and operational efficiency.Beyond access support, offers insights and analysis into the evolving industrial landscape, enabling project teams to identify suitable maintenance partners and access solutions that align with long-term strategic objectives—particularly at key sites such as the Grandpuits bio-refinery.For the Bayet solar power plant, may further contribute by supporting final structural inspections and quality assurance, ensuring the facility meets the highest standards before full-scale operation.
	Feb 24, 2025	 	<ul style="list-style-type: none">Michiel Van Raebroecx shared an update on the construction of the Grandpuits bio-refinery.He said "With Mammoet's expertise for unparalleled lifting and TECNOTASK for the mechanical part, and alongside our Technip Energies colleagues, our teams have successfully installed the new splitting column, with a height of 58 meters."	
	Feb 20, 2025	 	<ul style="list-style-type: none">Alexandre Morin reposted an update about the recently inaugurated solar power plant in Bayet, Allier.Now operational, the 40-hectare facility features 58,200 panels and generates 41 GWh of low-carbon electricity annually. The project addressed archaeological preservation and safety challenges due to its location near sensitive infrastructure.	

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Key Updates and Actions – People Movements - Germany


	New Hire ¹	
DETAILS	Name	
	Location	Schleswig-Holstein, Germany
	Email	
	Contact Details	
CHANGE	Effective Date	01-Feb-2025
	New Designation	Strategic Buyer at TotalEnergies Bitumen Deutschland
	Previous Designation and/or Company	Buyer at Wulff Med Tec
ACTION	Suggested Action (for ) ²	<ul style="list-style-type: none">• By taking advantage of this appointment,  can open a conversation with Zieperling and other team members about upcoming maintenance, turnarounds, or capital projects where it can support in Germany.• Showcase any success stories of how  has helped the firms streamline their operations by leveraging its familiarity with the local market and expertise in scaffolding solutions, access solutions, and industrial services.

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COGNITION



Key Updates and Actions – Company Updates - Germany




Update Type	Date	Update from (TotalEnergies)	Suggested Action ² (for ██████████)
<div>M&A / JV / Partnership¹</div> <div></div>	Mar 12, 2025	<ul style="list-style-type: none">• TotalEnergies has signed a 15-year agreement with German energy company RWE to supply 30,000 tonnes of green hydrogen annually to the Leuna refinery in Germany, starting in 2030.• The hydrogen will be produced by a 300 MW electrolyzer built and operated by RWE in Lingen and transported via a 600 km pipeline.• This initiative is expected to reduce CO₂ emissions at the refinery by around 300,000 tonnes per year, supporting TotalEnergies’ broader goal to fully decarbonize hydrogen use across its European refineries by 2030.	<ul style="list-style-type: none">• With extensive experience across industrial sites, including refineries and energy storage facilities, ██████████ is well positioned to serve as a long-term strategic partner in support of TotalEnergies’ European refinery decarbonization roadmap. This includes involvement in the expansion of green hydrogen infrastructure and continued support throughout the operations and maintenance phases of both battery storage and hydrogen projects.• To further enhance efficiency and reduce disruption during upgrades, ██████████ can deploy <i>specialized rope access teams</i> for work in high or hard-to-reach areas—such as at the Leuna refinery—minimizing the need for large-scale scaffold builds and ensuring cost-effective, low-impact execution.

Key Updates and Actions – Company Updates - Germany

Update Type	Date	Key Stakeholder	Update from (TotalEnergies)	Suggested Action ² (for <i>Client/Company</i>)
<div>Social Media Activity¹</div> <div></div>	Mar 31, 2025	 <i>Christian Cabrol, Chief Executive Officer, TotalEnergies</i>	<ul style="list-style-type: none">Christian Cabrol shared a post on TotalEnergies’ initiatives and investments in a climate-friendly energy supply in Germany. Chief executive Patrick Pouyanné reaffirmed the company's commitment to Germany on 26 March at the Europe 2025 conference.Pouyanné emphasised that it is a priority to continue to expand renewable energy sources such as offshore wind and to combine these energy sources with flexible mechanisms, by developing gas-fired power plants as well as battery storage capacities.	<ul style="list-style-type: none"><i>Client/Company</i> can present a turnkey support proposal designed to address key priorities such as climate compliance, modular access system solutions, and the ability to rapidly scale workforce support based on project demands.
	Mar 30, 2025	 <i>Christophe Hauptmann, Managing Director Offshore Wind Germany, TotalEnergies</i>	<ul style="list-style-type: none">Christophe Hauptmann shared a post from Renewable Energy Hamburg about an interview with Antoine Becker, Managing Director Offshore Wind Germany, TotalEnergies.The interview highlighted the recent partnerships with companies like RWE, potential markets such as the Netherlands and expectations towards the new German government regarding the targets.The interview also mentioned that TotalEnergies is building a robust integrated power business aimed at delivering low carbon electricity and hence it focuses on markets where offshore wind can be combined with other sources of renewable and dispatchable power generation and storage.	<ul style="list-style-type: none">To maximise impact, <i>Client/Company</i> should actively engage with TotalEnergies’ German subsidiaries and project partners, particularly those involved in hydrogen, wind, as well as offshore activities, where safe, scalable, and compliant infrastructure is essential to project success.



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Key Updates and Actions – Company Updates - Germany

Update Type	Date	Key Stakeholder	Update from (TotalEnergies)	Suggested Action ² (for)
<div>Social Media Activity¹</div> <div></div>	Mar 14, 2025	<div></div> <div>Thomas Behrends General Manager of TotalEnergies Refineries Division thomas.behrends@totalenergies.com +49 69 355 1355</div>	<ul style="list-style-type: none">• Thomas Behrends posts about the progress on the Leuna site after the agreement with RWE.• He noted that for the successful implementation of this project, the company looks forward to the support of the authorities and political decision-makers, particularly regarding the necessary infrastructure, legal framework conditions, and the financial backing for the sustainability projects of refinery that will utilise green hydrogen.	<ul style="list-style-type: none">• In alignment with TotalEnergies’ ESG goals for renewable projects, can strengthen its value proposition by offering sustainable, circular, and recyclable materials for infrastructure used during construction and maintenance activities. This approach supports environmental responsibility while contributing to long-term operational efficiency.
	Mar 31, 2025	<div></div> <div>Franck Maurin Renewables Project Manager of TotalEnergies Renewables Division franck.maurin@totalenergies.com +49 69 355 1355</div>	<ul style="list-style-type: none">• Franck Maurin has disclosed in a LinkedIn post that the staff of renewables developer VSB Group, is joining TotalEnergies, specifically in Renewables.• TotalEnergies will integrate VSB’s wind and solar pipeline—exceeding 15 GW—into its own renewable energy portfolio. This addition complements TotalEnergies’ existing European pipeline of approximately 40 GW of renewable capacity, alongside 7 GW currently operational or under construction.	<ul style="list-style-type: none">• To further ensure readiness and scalability, the may propose conducting on-site evaluations at renewable project locations. These assessments would help confirm that safe, adaptable and scalable access infrastructure is in place—particularly in anticipation of VSB’s upcoming pipeline of projects under the TotalEnergies portfolio.

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Key Updates and Actions – People Movements - Baltic Sea

	Internal Movements ¹		
DETAILS	Name		
	Location	Helsinki, Uusimaa, Finland	Helsinki, Uusimaa, Finland
	Email		
	Contact Details		
CHANGE	Effective Date	01-Jan-2025	01-Jan-2025
	New Designation	Procurement and Logistics Manager at TotalEnergies	ULO Procurement & BO Sales Manager at TotalEnergies
	Previous Designation and/or Company	Procurement and Logistics Manager at STR Tecoil (This Finnish re-refiner was acquired by TotalEnergies in 2024)	Sales Director at STR Tecoil
ACTION	Suggested Action (for) ²	<ul style="list-style-type: none">• By taking advantage these appointments and the acquisition, can initiate a discussion with these executives regarding upcoming maintenance projects.• Offer insights and analysis of the evolving landscape in the industry, helping them identify potential maintenance partners and solutions that align with their strategic goals.	

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Key Updates and Actions – People Movements - Baltic Sea

	New Hire ¹	
DETAILS	Name	
	Location	Helsinki, Finland
	Email	
	Contact Details	
CHANGE	Effective Date	01-Jan-2025
	New Designation	Senior Business Development Manager - Power-to-X and Renewables at TotalEnergies
	Previous Designation and/or Company	Managing Director at Nordex Finland
ACTION	Suggested Action (for ) ²	<ul style="list-style-type: none">•  can initiate a discussion regarding upcoming maintenance projects in Finland.• The discussion can also serve as a platform to highlight past success stories where  has effectively helped clients optimize their operations based on its familiarity with the local market and expertise in scaffolding solutions, access solutions, and industrial services.


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COGNITION

Key Updates and Actions – Company Updates - Baltic Sea

Update Type	Date	Update from (TotalEnergies)	Suggested Action ² (for)
<div>Business Strategy¹</div> <div></div>	Jan 28, 2025	<ul style="list-style-type: none">• TotalEnergies EP Danmark has delayed the timeline for achieving plateau production at its natural gas redevelopment project in the Danish sector of the North Sea.• According to BlueNord, its partner and field operator in the Tyra redevelopment project, the final stage of the ramp-up is affected by adverse weather conditions and minor operational issues. Plateau production is now anticipated to be reached in February.• The project is expected to produce 5.7 million cubic meters of gas and 22,000 barrels of condensate per day at plateau.	<ul style="list-style-type: none">• Offer support in maintaining safe, weather-resilient infrastructure and suggest solutions for harsh weather.• Recommend predictive maintenance inspections using drone or rope access to avoid shutdowns due to minor structural or equipment issues offshore.• can also engage by proposing collaboration on safety training to support all of TotalEnergies' CCS ambitions in Denmark.
	Mar 12, 2025	<ul style="list-style-type: none">• TotalEnergies, in partnership with Mitsui & Co., has submitted a bid to the Danish Energy Agency to explore and utilise subsurface areas for CO₂ storage in three coastal regions of Denmark. The application is part of a tender launched in early 2025, with submissions closed on 6 March.• The proposed sites—Jammerbugt, Lisa, and Inez—were identified by the Geological Survey of Denmark and Greenland (GEUS) for their suitable geological conditions. TotalEnergies' involvement reflects its continued investment in carbon capture and storage (CCS) as part of its net-zero strategy.• One other bid was received from Danish company CarbonCuts.	
	Mar 18, 2025	<ul style="list-style-type: none">• TotalEnergies is looking to consolidate its carbon capture and storage (CCS) presence in Denmark.• The company plans to drill its first well at the Bifrost CCS project this year. The experience from this will be used in a second project.	

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Key Updates and Actions – Company Updates - Baltic Sea

Update Type	Date	Update from (TotalEnergies)	Suggested Action ² (for)
<div>Strategic Investment¹</div> <div></div>	Jan 21, 2025	<ul style="list-style-type: none">• TotalEnergies is looking to invest as much as €397 million in Poland's biogas sector, via its Polish Biogas Group subsidiary.• Construction of a 1 MW biogas facility costs €6.3 million - €7.7 million with PGB looking to expand capacity to 2-3 MW per plant.• The investment depends on the availability and development of viable projects.• At present, the unit operates 20 biogas plants, with additional 50 in development.	<ul style="list-style-type: none">• By aligning with this initiative, can suggest safety training programs in Poland to support local workforce development, in line with EU and TotalEnergies standards.• Labour services can be a crucial value-add can bring to TotalEnergies' biogas investment in Poland—especially as the company scales from 20 to 70 plants.• Given that each 1 MW biogas facility costs €6.3-7.7 million, optimising costs and efficiency will be important and hence can suggest offering regular maintenance services to prevent corrosion and wear in biogas digesters and pipelines and to ensure compliance with EU and Polish biogas safety regulations.

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Key Updates and Actions – People Movements - Netherlands

	New Hire ¹	
DETAILS	Name	
	Location	Netherlands
	Email	-
	Contact Details	-
CHANGE	Effective Date	01-Mar-2025
	New Designation	Lead Turnaround Scheduler at Zeeland Refinery
	Previous Designation and/or Company	Turnaround Scheduler at Wilmar Oleochemicals & Biofuels
ACTION	Suggested Action (for  ²)	<ul style="list-style-type: none"> can open a conversation with Michel van der Wateren and other team members about upcoming maintenance or turnarounds at the refinery.Suggest solutions to protect infrastructure from corrosion, fire risks, and temperature fluctuations.

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Key Updates and Actions – Company Updates - Netherlands

Update Type	Date		Update from (TotalEnergies)	Suggested Action ² (for)
<div>Business Strategy¹</div> <div></div>	Feb 18, 2025	<div></div> <div>Stefan Jansen President, Refining & Chemicals at TotalEnergies stefan.jansen@totalenergies.com +31 7 674 6046</div>	<ul style="list-style-type: none">• TotalEnergies has partnered with Air Liquide to develop two green hydrogen projects in the Netherlands, aiming to produce 45,000 tonnes annually using renewable energy, primarily from the OranjeWind offshore wind farm. The wind farm is a joint venture project by RWE and TotalEnergies.• These projects are expected to reduce carbon emissions from TotalEnergies’ refineries in Belgium and the Netherlands by up to 450,000 tonnes a year.• The two companies will set up a joint venture to operate a 250 MW electrolyzer near the Zeeland refinery. This project will enable the production of up to 30,000 tons of green hydrogen a year, most of which will be delivered to Zeeland’s platform.• The electrolyzer will be commissioned in 2029 and will cut the site’s CO2 emissions by up to 300,000 tons a year. This project represents a global investment of around €600 million for both partners.• As part of Air Liquide's 200 MW ELYgator electrolyzer project located in Maasvlakte (Netherlands), TotalEnergies has signed a tolling agreement for 130 MW to be dedicated to the production of 15,000 tons per year of green hydrogen for the TotalEnergies platform in Antwerp.	<ul style="list-style-type: none">• can support TotalEnergies’ energy projects by suggesting specialised maintenance services critical to the green hydrogen facilities and offshore wind farms.• For the Dutch and Belgium projects, including the Zeeland refinery ad Antwerp platform, can enable long-term asset protection through scaffolding, thermal insulation, and digital inspection tools.



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Key Updates and Actions – Company Updates - Netherlands

Update Type	Date	Key Stakeholder	Update from (TotalEnergies)	Suggested Action ² (for <i>[Redacted]</i>)
<div>Social Media Activity¹</div> <div></div>	Mar 1, 2025	<div></div> <div><i>[Redacted]</i> President, Refining & Chemicals at TotalEnergies <i>[Redacted]</i> +31 6 4744 6546</div>	<ul style="list-style-type: none">• <i>[Redacted]</i> disclosed in a post that TotalEnergies aims to be netzero by 2050, by highlighting its recent projects including one with AirLiquide.• He said these projects fit perfectly into the firm's multi energy strategy, both in the Netherlands and worldwide, and are in line with its 2030 ambition to decarbonize the hydrogen used in its European refineries.• To get to net zero together with society, TotalEnergies would contribute to "eliminate" the equivalent of 100 Mt/year of CO2 generated by its customers by developing carbon utilization (CCU) and carbon capture and storage (CCS) solutions of approximately 100 Mt CO2 e/year.• TotalEnergies also aims to produce about 50% of its energy in the form of low-carbon electricity, including the corresponding storage capacity, totaling around 500 TWh/year, on the premise that TotalEnergies would develop about 400 GW of gross renewable capacity.	<ul style="list-style-type: none">• Highlight <i>[Redacted]</i>'s role in lifecycle maintenance and turnaround excellence for energy assets transitioning to green solutions.• <i>[Redacted]</i> can suggest ongoing maintenance to support TotalEnergies' transition to low-carbon fuels and processes while ensuring uptime and operational efficiency.• It could also suggest <i>Smart Digital Worksite Solutions</i> to monitor and manage maintenance across large project portfolios.


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Key Updates and Actions – Company Updates - Belgium

Update Type	Date	Update from (TotalEnergies)	Suggested Action ² (for)
<div>Key Updates¹</div> <div></div>	Jan 7, 2025	<ul style="list-style-type: none">• Socialist union ABVV-FGTB has announced the suspension of a strike notice issued by unions at TotalEnergies' Antwerp refinery.• The planned industrial action, which was set to take place during the week of 13–17 January, was prompted by stalled negotiations over seniority agreements.• At the heart of the dispute is the method used to calculate salary scales based on experience, a factor that has a significant impact on employee wages.	<ul style="list-style-type: none">• Help TotalEnergies in identifying several concerns related to the such strikes, such as reputational risks, regulatory compliance, stakeholder issues while reducing potential adverse impacts on its refineries.• may suggest maintaining momentum by managing or co-managing segments of work independently or in partnership with TotalEnergies' internal teams.

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Key Updates and Actions – Company Updates - Belgium

Update Type	Date	Key Stakeholder	Update from (TotalEnergies)	Suggested Action ² (for <i>Cognition</i>)
<div>Social Media Activity¹</div> <div></div>	Mar 1, 2025	 <i>[Faded text: ...]</i>	<ul style="list-style-type: none"><i>[Faded text]</i> shared a post from <i>[Faded text]</i> x Power & Gas Belgium, on the Excellence Opérationnelle (EXOPE) culture across all departments and foster continuous improvement and operational excellence on a daily basis.The post highlighted lean project management by analyzing and optimizing processes by identifying pain points, enabling the team to work more efficiently and deliver better service to customers.	<ul style="list-style-type: none">Suggest a meeting with these executives and share benchmarks and case studies from other high-performance projects (within or outside Belgium) to provide inspiration and reference points for excellence.Suggest <i>Smart Digital Worksite Solutions</i> to monitor and manage maintenance across large project portfolios.

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Key Updates and Actions – Company Updates - Belgium

Update Type	Date	Key Stakeholder	Update from (TotalEnergies)	Suggested Action ² (for <i>Cognition</i>)
<div>Social Media Activity¹</div> <div></div>	Mar 31, 2025	<div></div> <div></div>	<ul style="list-style-type: none">• <i>Ben Brasseur</i> has shared an update on Northern Lights, the Norwegian carbon capture and storage joint venture between Equinor, Shell and TotalEnergies. The JV has made a final investment decision to proceed with Phase 2 of its expansion with a \$700 million investment.• This phase will boost the project’s CO₂ transport and storage capacity from 1.5 million tonnes per year to 5 million tonnes per year.• The decision comes after securing a commercial agreement with Swedish energy provider Stockholm Exergi for the cross-border transport and storage of up to 900,000 tonnes of biogenic CO₂ annually over a 15-year period, beginning in 2028.• Northern Lights focuses on the transport and storage aspects, with captured and liquefied CO₂ from client sites transported by ship to the receiving terminal onshore at Øygarden near Kollsnes on Norway’s west coast.	<ul style="list-style-type: none">• The Phase 2 expansion of Northern Lights marks a significant scale-up in carbon capture and storage (CCS) infrastructure—exactly the kind of safety-critical project where <i>Cognition</i> has expertise.• Suggest custom-engineered scaffolding for expansion of onshore CO₂ terminals in Øygarden, Norway.• Highlight insulation services for CO₂ pipelines, valves, and pressure vessels.

1. This is an indicative list of key company-related changes for demo purposes (all changes have been captured in an exhaustive manner in the Excel FAP tracker); 2. The actions have been suggested solely keeping the update in mind – the client is advised that they should not look at each action in isolation and rather combine with their overall strategy for the TotalEnergies account

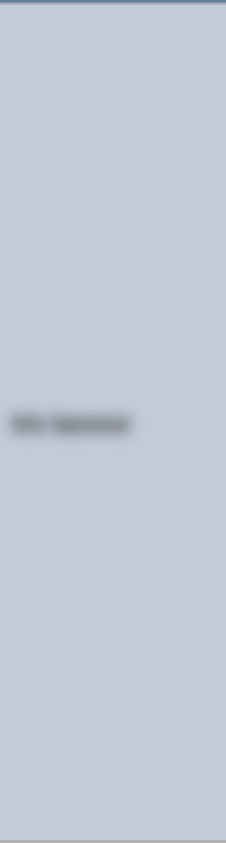

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COGNITION

Social Media Monitoring – Key Stakeholders

Executive	Title	Contact Details	Activity Count	Activity Link	Activity Type	Related to TotalEnergies (Yes/No)	Likes	Comments
	Regional Director (Normandie) at TotalEnergies		15	LinkedIn	Post	Yes	70	2
				LinkedIn	Post	Yes	34	6
				LinkedIn	Post	Yes	73	0
				LinkedIn	Post	No	17	0
				LinkedIn	Post	No	21	0
				LinkedIn	Post	No	62	2
				LinkedIn	Post	No	74	1
				LinkedIn	Post	No	87	2
				LinkedIn	Post	Yes	65	0
				LinkedIn	Post	Yes	86	1
				LinkedIn	Post	Yes	35	0
				LinkedIn	Post	Yes	98	2
				LinkedIn	Post	Yes	131	1
				LinkedIn	Repost	Yes	391	8
				LinkedIn	Post	No	96	3

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Executive	Title	Contact Details	Activity Count	Activity Link	Activity Type	Related to TotalEnergies (Yes/No)	Likes	Comments
Mr. [Name]	Offshore Site Investigation & Geohazard Expert at TotalEnergies (Paris La Defense)	[Redacted]	4	LinkedIn	Repost	No	72	0
				LinkedIn	Repost	No	39	0
				LinkedIn	Repost	No	108	0
				LinkedIn	Repost	No	43	0
Mr. [Name]	Power Plant Director (Toul, Grand Est, France) at TotalEnergies	[Redacted]	4	LinkedIn	Post	Yes	46	4
				LinkedIn	Post	Yes	92	4
				LinkedIn	Repost	Yes	29	0
				LinkedIn	Repost	Yes	23	5
Mr. [Name]	Lead Buyer Services – Routine Maintenance at TotalEnergies Antwerp Platform (Belgium)	[Redacted]	3	LinkedIn	Repost	Yes	92	8
				LinkedIn	Repost	No	14	0
				LinkedIn	Repost	Yes	21	0
Mr. [Name]	General Manager at TotalEnergies Raffinerie Mitteldeutschland (Leuna, Germany)	[Redacted]	4	LinkedIn	Post	Yes	56	1
				LinkedIn	Post	Yes	29	0
				LinkedIn	Post	Yes	170	7
				LinkedIn	Post	No	183	15

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Executive	Title	Contact Details	Activity Count	Activity Link	Activity Type	Related to TotalEnergies (Yes/No)	Likes	Comments
Serge Mounier	Global Procurement at TotalEnergies	serge.mounier@totalenergies.com +33 (0) 1 8758 6100	2	LinkedIn	Comment	No	126	14
				LinkedIn	Comment	No	140	23
Eric Lemaire	Global Procurement, Senior Vice-President - Chief Procurement Officer at TotalEnergies (Paris)	eric.lemaire@totalenergies.com +33 (0) 1 8758 6100	1	LinkedIn	Post	No	345	6
Christophe Ponsy	Lead Site Reliability Engineer at TotalEnergies (Paris)	christophe.ponsy@totalenergies.com +33 (0) 1 8758 6100	1	LinkedIn	Post	Yes	84	6
Christophe Ponsy	Manager Procurement Shared Service Center at TotalEnergies	christophe.ponsy@totalenergies.com +33 (0) 1 8758 6100	1	LinkedIn	Post	Yes	9	1
Thomas Melin	Responsible Maintenance (Maintenance Manager, Normandie) at TotalEnergies	thomas.melin@totalenergies.com +33 (0) 2 35 00 00 00	2	LinkedIn	Post	Yes	9	1
				LinkedIn	Post	Yes	38	1
Alexandre Lemaire	Lead Buyer Turnarounds & CAPEX Projects at Total Energies Antwerpen (Belgium)	alexandre.lemaire@totalenergies.com +32 (0) 3 288 60 00	4	LinkedIn	Post	No	5	1
				LinkedIn	Post	Yes	14	0
				LinkedIn	Repost	Yes	21	0
				LinkedIn	Repost	No	9,909	126

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Thomas Balthazar	Managing Director - TotalEnergies Antwerp (Belgium)	thomas.balthazar@totalenergies.com	3	LinkedIn	Post	No	93	1
				LinkedIn	Post	No	210	1
				LinkedIn	Post	Yes	882	28
Benoît Lecomte	Business Manager at TotalEnergies (Grandpuits-Bailly-Carrois, Île-de-France, France · On-site)	benoit.lecomte@totalenergies.com	12	LinkedIn	Repost	No	1,662	31
				LinkedIn	Repost	No	9	1
				LinkedIn	Post	No	1	0
				LinkedIn	Comment	No	191	49
				LinkedIn	Repost	No	531	9
				LinkedIn	Repost	No	13	0
				LinkedIn	Repost	No	35	2
				LinkedIn	Repost	No	57	3
				LinkedIn	Repost	Yes	12	1
				LinkedIn	Repost	Yes	54	2
				LinkedIn	Repost	No	2,215	81
				LinkedIn	Repost	Yes	873	16

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Mr. [REDACTED]	General Manager Grandpuits-Gargenville Platform at TotalEnergies	[REDACTED]	14	LinkedIn	Repost	No	69	2
				LinkedIn	Repost	Yes	234	8
				LinkedIn	Repost	Yes	433	49
				LinkedIn	Post	Yes	253	4
				LinkedIn	Post	Yes	1,973	65
				LinkedIn	Repost	Yes	57	3
				LinkedIn	Repost	Yes	35	2
				LinkedIn	Repost	Yes	414	9
				LinkedIn	Repost	Yes	1,564	42
				LinkedIn	Repost	Yes	136	6
				LinkedIn	Repost	Yes	1,694	45
				LinkedIn	Post	No	201	1
				LinkedIn	Post	No	287	11
				LinkedIn	Repost	Yes	82	12

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Serge Mouton	Global Supply Chain Director at TotalEnergies Corbion (Gorinchem, South Holland, Netherlands)	serge.mouton@totalenergies.com +31 7 87884506	2	LinkedIn	Repost	No	45	1
				LinkedIn	Post	Yes	6	0
Nicolas Baudry	Vice President, Procurement Projects & Equipment at TotalEnergies Corbion (Paris, France)	nicolas.baudry@totalenergies.com +33 1 87884506	3	LinkedIn	Repost	Yes	136	1
				LinkedIn	Repost	Yes	140	6
				LinkedIn	Comment	No	49	22
Christophe Pouchy	Vice President Indirect Purchase at TotalEnergies (Paris, France)	christophe.pouchy@totalenergies.com +33 1 87884506	2	LinkedIn	Repost	No	4	0
				LinkedIn	Repost	No	32	1
Christophe Pouchy	Responsable site Methanisation at TotalEnergies (Nouvelle-Aquitaine, France)	christophe.pouchy@totalenergies.com +33 1 87884506	4	LinkedIn	Repost	Yes	28	1
				LinkedIn	Post	Yes	59	31
				LinkedIn	Repost	No	28	0
				LinkedIn	Post	No	1	0
Thomas Bellocq	Regional Procurement Advisor North Sea at TotalEnergies (Ville de Paris, France)	thomas.bellocq@totalenergies.com	1	LinkedIn	Post	No	15	0

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Mr. [REDACTED]	Plant Director (Orléans, Centre-Val de Loire) at Hutchinson	[REDACTED]	5	LinkedIn	Repost	Yes	76	2
				LinkedIn	Repost	Yes	32	2
				LinkedIn	Repost	No	119	10
				LinkedIn	Repost	Yes	85	2
				LinkedIn	Repost	Yes	102	2
Mr. [REDACTED]	Technical Manager, CE division, Poitiers site at Saft	[REDACTED]	5	LinkedIn	Repost	Yes	125	3
				LinkedIn	Repost	Yes	115	4
				LinkedIn	Repost	No	186	0
				LinkedIn	Repost	Yes	5	0
				LinkedIn	Repost	Yes	9	0

Social Media Monitoring – Key Stakeholders

Executive	Title	Contact Details	Activity Count	Activity Link	Activity Type	Related to TotalEnergies (Yes/No)	Likes	Comments
Michael Perry	Supply Chain Manager (Ferrybridge, West Yorkshire)	m.perry@totalenergies.com +44 113 8786556	6	LinkedIn	Post	No	5	0
				LinkedIn	Repost	Yes	18	0
				LinkedIn	Repost	Yes	60	0
				LinkedIn	Repost	Yes	859	37
				LinkedIn	Repost	Yes	342	15
				LinkedIn	Repost	Yes	21	0
Michael Perry	Supply Chain & Strategy Manager at TotalEnergies Marketing UK	m.perry@totalenergies.com +44 113 8786556	3	LinkedIn	Repost	No	5	0
				LinkedIn	Repost	Yes	10	0
				LinkedIn	Repost	Yes	414	2
Thomas Ballewille	Supervisor/ Coördinator On Stream Analysers at TotalEnergies Antwerp	t.ballewille@totalenergies.com +32 3 288 8553	3	LinkedIn	Repost	Yes	882	29
				LinkedIn	Repost	Yes	33	0
				LinkedIn	Repost	Yes	32	0

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Alex Taylor	Buyer at Hutchinson Stop-choc (Reading, England)	-	3	LinkedIn	Post	No	8	0
				LinkedIn	Post	Yes	4	0
				LinkedIn	Post	No (AI in supply chain)	6	0
Jon Thompson	Project Lead at TotalEnergies (Aberdeen, Scotland)	Jon Thompson +44 (0) 1224 555555	3	LinkedIn	Repost	No	13	4
				LinkedIn	Repost	No	38	0
				LinkedIn	Repost	No	46	2
Steve Thompson	Operations Superintendent at TotalEnergies (Aberdeen, Scotland)	Steve Thompson +44 (0) 1224 555555	7	LinkedIn	Repost	No	18	2
				LinkedIn	Repost	No	10	40
				LinkedIn	Repost	No	34	4
				LinkedIn	Post	No	1	0
				LinkedIn	Post	No	8	0
				LinkedIn	Repost	No	523	96
				LinkedIn	Repost	No	1,127	18

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Alexandra Tuller	Procurement Specialist at Hutchinson	alex.tuller@hutchinson.com +31 20 555 5555	2	LinkedIn	Repost	No	7	1
				LinkedIn	Repost	No	278	0
Jill Thompson	Market Analyst at TotalEnergies Belgium	jill.thompson@totalenergies.com -	3	LinkedIn	Repost	No	50	0
				LinkedIn	Post	Yes	13	0
				LinkedIn	Repost	Yes	20	0
Boris Lagergren	HSEQ and Sustainability Manager at TotalEnergies - Nordic Hub	-	9	LinkedIn	Repost	No	6,289	1,193
				LinkedIn	Repost	No	75,891	3,562
				LinkedIn	Repost	No	132	10
				LinkedIn	Repost	No	2,613	69
				LinkedIn	Repost	No	281	54
				LinkedIn	Repost	No	83,923	3,357
				LinkedIn	Repost	No	111,716	7,707
				LinkedIn	Repost	No	5	1
				LinkedIn	Repost	No	193	30

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Matti Tuohi	Senior Business Development Manager at TotalEnergies (Finland)	matti.tuohi@totalenergies.com	2	LinkedIn	Post	Yes	475	106
				LinkedIn	Post	No (data visualization of carbon emissions by country and continent since 1850.)	4	0
Jari Thompson	Managing Director - TotalEnergies Antwerp	jari.thompson@totalenergies.com	3	LinkedIn	Repost	No	93	1
				LinkedIn	Post	No	210	4
				LinkedIn	Post	Yes	883	29
Steven Dierckx	Supervisor Shipping at TotalEnergies Antwerp	steven.dierckx@totalenergies.com	3	LinkedIn	Post	Yes	15	0
				LinkedIn	Repost	No	89	7
				LinkedIn	Repost	Yes	61	1

THANK YOU

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Limited dba Cognition Solutions

North America

55 Madison Ave, Suite 400
Morristown, NJ 07960
USA

Europe

328-334 Graadt van
Roggenweg 4th Floor,
Utrecht, 3531 AH
Netherlands

United Kingdom

5 Chancery Lane
London EC4A 1BL
United Kingdom

Asia Pacific

Millennium Business Park
Sector 3, Building # 4,
Mahape
Navi Mumbai 400 710
India



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